

Message Text

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STATE PASS CU AND CBA/BP, USIA/INA-ATTN: GILBER

E.O. 11652 N/A

TAGS: BEXP, PK

SUB: FOREIGN BUYER PROGRAM

1. HAMED MAHMOOD, ON LEAVE OF ABSENCE, AS CHAIRMAN, NATIONAL PRESS TRUST, WILL BE IN U.S. FOR MEDICAL TREATMENT AND RECUPERATION APPROXIMATELY FOUR WEEKS BEGINNING AUG 4. ADDRESS IN U.S. C/O DAUD A. SHEIKH, 67 A GLENWOOD AVENUE, ELMWOOD PARK, NEW JERSEY, 07407, TELEPHONE (201) 791-5296. REQUEST COMMERCE FIELD OFFICE AND/OR INTERESTED FIRMS CONTACT MAHMOOD ON FOLLOWING TWO PROPOSALS.

2. NEWSPRINT MILL. GOP INVESTIGATING POSSIBILITIES BUILDING AND OPERATING COUNTRY'S FIRST PAPER MILL ESPECIALLY GEARED TO MANUFACTURE NEWSPRINT. MAHMOOD INTERESTED MEETING AMERICAN PAPER MILL EXECUTIVES VIEW TO POSSIBLE COOPERATIVE VENTURE. HE MENTIONED POSSIBLE USE OF BAGASSE.

3. MAHMOOD ALSO INTERESTED MEETING AMERICAN PAPERBACK BOOK PUBLISHERS DISCUSS POSSIBILITY PAKISTAN ENTERING INTO DEAL REPRINT PAPERBACKS FOR WORLD WIDE DISTRIBUTION. HE CLAIMS THAT AMERICAN BOOK PUBLISHERS WHO REPRINT IN HONG KONG AND TOKYO ARE FINDING REPRINT COSTS IN THOSE PLACES ARE EQUAL TO OR HIGHER THAN U.S. COSTS. IF THIS TRUE, HE SAYS, PAKISTAN COULD BECOME COMPETITIVE IN THAT MARKET BECAUSE CHEAP LABOR READILY AND STEADILY AVAILABLE AND PAPER ALSO AVAILABLE AND CHEAP. WE NOT PREPARED CHALLENGE

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LATTER POINT NOW SINCE OUR INFORMATION REGARDING PAKISTAN'S

EXISTING PAPER STOCKS VERY SKETCHY. HOWEVER, CLOSE QUESTIONING BY INTERESTED PARTIES IN U.S. WOULD PROBABLY REVEAL DATA THAT WOULD BEAR ON THAT POINT.

4. IF EITHER OF ABOVE PROPOSALS PROVE FEASIBLE, THEY MIGHT INVOLVE USE OF P.L. 480 FUNDS. IN THAT CONNECTION, MEETING OR TELECON WITH HERMAN KATZ, OPIC, MIGHT PROVE USEFUL.

5. IN HIS CAPACITY AS CHAIRMAN OF FOUR NEWSPAPER NATIONAL PRESS TRUST, MAHMOOD WOULD LIKE TO VISIT PUBLISHER OF A CHAIN OF SMALL, MERGED NEWSPAPERS. HE PARTICULARLY INTERESTED LEARN HOW AND WHY DECISION TO MERGE MADE, HOW THE RESOURCES AND WORK LOADS ARE POOLED AND WHAT SAVINGS HAVE BEEN EFFECTED BY THE MERGER.

6. MAHMOOD CARRIES LETTER FROM PM AUTHORIZING TWO MONTHS MEDICAL LEAVE IN US WITH GOP PER DIEM AT SECRETARY RANK. HE ALSO REQUESTED BY GOP TO DRAFT REPORT UPON RETURN ON THE TWO COMMERCIAL PROPOSALS. IN VIEW ABOVE, MAHMOOD'S POSITION IN GOP, AND HIS DELICATE HEALTH (RECENT HEART ATTACK), REQUEST CU ARRANGE IF POSSIBLE NY RECEPTION CENTER TO MEET AND ASSIST AT PORT OF ENTRY. MR. AND MRS. MAHMOOD ARRIVING JFK ON PANAM ONE AUGUST 4 AT 1235 HRS.

7. COMMENT. EMBASSY UNABLE TO ASSESS HOW PROPOSAL TO REPRINT PAPERBACKS MIGHT DOVETAIL WITH PROPOSALS BY YUNUS SAID OF NATIONAL BOOK FOUNDATION. HOWEVER, CBA/BP MIGHT WISH TO CONTACT MAHMOOD CITING ITS CONACS WITH AMERICAN PUBLISHING INDUSTRY. THEY MIGHT IN THIS MANNER SECURE A READING ON THE COPYRIGHT/PUBLISHING SITUATION IN PAKISTAN FROM A DIFFERENT VIEWPOINT. NATIONAL PRESS TRUST IS A GOP-OWNED PUBLISHER OF FOUR LARGEST PAKISTANI NEWSPAPERS. END COMMENT.
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